

**Henry Dortmans** has 35+ years of experience as a business communications technology executive and management consultant.

He is a customer-focused leader who has helped over 300 organizations deal with complex issues.

- ❑ Results-oriented with extensive breadth of experience
- ❑ Known as an innovative problem solver and an excellent communicator
- ❑ Successful track record of forging long-term relationships with customers and suppliers
- ❑ Experienced in helping organizations solve problems and make better decisions
- ❑ Delivers results, on time and on budget, with the highest degree of integrity.

#### **Career**

- Principal,  
HenryDortmansAssociates
- President,  
AngusDortmansAssociates
- VP Managed Services,  
TSB International
- Director,  
Angus TeleManagement Group
- Senior Consultant,  
KPMG
- Manager Telecommunications &  
IT,  
General Foods (Kraft Heinz)
- Manager,  
Bell Canada

#### **Education**

- MBA  
York University
- Bachelor of Commerce (Honours)  
Queen's University

#### **Representative Accomplishments**

- Developed telecommunications strategic plans and road maps for executives and managers in a wide variety of organizations
- Led and/or assisted programs and projects, including: vendor selection, managed services, financial reviews, technology implementations, customer surveys, RFPs, proposal evaluations, start-up programs
- Conducted process reviews and assessments that saved millions of dollars
- Implemented new business development processes that increased a firm's revenue and profits significantly
- Negotiated complex buyer-supplier agreements
- Evaluated and implemented communications many technology 'firsts'
- Helped plan and manage successful implementations of systems, networks, cloud-based services
- Delivered many presentations, including a six-city, cross-Canada keynote for a major service provider's launch of a new service
- Developed and/or chaired major industry conferences in Canada and the U.S.
- Serves and has served on a variety of industry and community advisory boards.

**Professional Services ■ Reviews ■ Presentations**

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